

Account Executive

My client is a fast-growing UK/London based subscriptions business with a portfolio of market-leading brands. They make websites, magazines, tablet apps, mobile sites, live and digital events.

They are currently looking for an Account Executive to work for one of their titles. This role has been created as a result of growth and will be responsible for driving and developing revenue across the entire brand portfolio including; print, digital, supplements, awards, conferences & bespoke events. This will be achieved through the generation of new business whilst managing some existing accounts

As a key member of the commercial team, you will be responsible for managing some existing accounts, but most importantly, generating new business leads with a view to over achieving revenue targets.

At your disposal you will have a range of award winning, market leading brand extensions which you will be expected to sell at high level, as fully integrated campaigns. You will be responsible for selling into a range of professional service providers, manufacturers and suppliers who target decision makers in the retail space.

Ideal Candidate:

You will have had a consistent career (at least 12 – 18 months within each role), and have proven success in a similar, highly commercial, environment selling marketing solutions (minimum 18 months – 3 years' experience within B2B media).

Specifically; you will have experience selling a multiplatform solution (ideally sponsorship and online) and have some exposure selling face to face. You will be polished, well presented, articulate (verbal and written), highly motivated and hungry to succeed!

To apply for this role, please click [Apply](#)